

## Case Study

We first met our client, an award winning global technology recruiting firm with offices in London and New York, after they had already established a highly successful business primarily focused on permanent placements. **To grow faster and increase long term recurring revenue** their executive team decided to **expand their contract staffing business** by entering a new market sector in the U.S.



### The Challenge

Our client's leadership knew that to viably enter this new market segment they would need to focus on sales and recruiting while carefully managing back office operations to avoid legal risks and administrative constraints.

The problem they faced was that, while they had tremendous experience on the front office side, they were **frustrated and slowed down** by the numerous and unavoidable legal, HR, and administrative challenges posed by contract staffing in the States.

### The Solution

This client **decided to leverage Agile Partnering** as their Employer of Record for all of their contract placements so that they could stay focused on sales and recruiting.

The **results were spectacular**. In the first 6 months, their team grew contractor placements from zero to a peak of over fifty five. They are currently on pace to have over 500 contractors on payroll in the next 24 months – a **300% year-over-year growth rate!**

**"By working with Agile, we've grown faster, reduced our business risk, and had more fun along the way. We fully expect to continue partnering with them as we scale up."**

**Andrew, Head of Sales Operations**